Local Market Update for October 2025

A Research Tool Provided by Longleaf Pine REALTORS®

28312

Fayetteville



Single Family - Existing		October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	18	19	+ 5.6%	186	200	+ 7.5%	
Pending Sales	9	11	+ 22.2%	142	140	- 1.4%	
Closed Sales	12	10	- 16.7%	138	138	0.0%	
Days on Market Until Sale	25	54	+ 116.0%	42	43	+ 2.4%	
Median Sales Price*	\$317,500	\$355,000	+ 11.8%	\$300,000	\$326,500	+ 8.8%	
Average Sales Price*	\$298,408	\$324,028	+ 8.6%	\$292,866	\$327,959	+ 12.0%	
Percent of List Price Received*	97.2%	97.9%	+ 0.7%	97.1%	98.8%	+ 1.8%	

Single Family - New Construction	October			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	9	11	+ 22.2%	123	145	+ 17.9%	
Pending Sales	5	9	+ 80.0%	49	113	+ 130.6%	
Closed Sales	5	9	+ 80.0%	42	111	+ 164.3%	
Days on Market Until Sale	53	157	+ 196.2%	76	101	+ 32.9%	
Median Sales Price*	\$455,100	\$334,950	- 26.4%	\$419,849	\$369,000	- 12.1%	
Average Sales Price*	\$459,695	\$364,817	- 20.6%	\$406,783	\$376,218	- 7.5%	
Percent of List Price Received*	100.0%	100.0%	0.0%	100.0%	99.9%	- 0.1%	

Townhouse/Condo		October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	0	1		13	3	- 76.9%	
Pending Sales	0	1		0	6		
Closed Sales	0	0		1	5	+ 400.0%	
Days on Market Until Sale				163	73	- 55.2%	
Median Sales Price*				\$247,000	\$283,500	+ 14.8%	
Average Sales Price*				\$247,000	\$271,260	+ 9.8%	
Percent of List Price Received*				99.2%	99.2%	0.0%	

^{*} Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property TypeRolling 12-Month Calculation

